



CANNON BUILDING  
861 SILVER LAKE BLVD., SUITE 203  
DOVER, DELAWARE 19904-2467

STATE OF DELAWARE  
**DEPARTMENT OF STATE**

DIVISION OF PROFESSIONAL REGULATION

TELEPHONE: (302) 744-4500  
FAX: (302) 739-2711  
WEBSITE: WWW.DPR.DELAWARE.GOV

|                               |  |
|-------------------------------|--|
| <b>PUBLIC MEETING NOTICE:</b> | <b>REAL ESTATE EDUCATION COMMITTEE</b>   |
| <b>MEETING DATE AND TIME:</b> | <b>Thursday, June 27, 2013 at 1:00 p.m.</b>  |
| <b>PLACE:</b>                 | <b>Division of Professional Regulation</b><br>861 Silver Lake Boulevard, Cannon Building<br><b>Second Floor Conference Room A</b><br>Dover, Delaware |

**AMENDED AGENDA**  
(Amended items are denoted with an asterisk)

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
  - 2.1 Meeting Minutes – June 6, 2013
- 3.0 Unfinished Business
  - 3.1 Review Previously Tabled Instructor Application for Deirdre McCartney
  - 3.2 Review Previously Tabled Course Provider Application from Sussex County Association of Realtors
- 4.0 New Business
  - 4.1 Update from the Commission – Ms. Benson
  - 4.2 Discussion Regarding Potential Topics for Annual Seminar
  - 4.3 Review of Course Provider Applications
    - 4.3.1 Course Provider: Maryland Association of Realtors
      - 4.3.1.1 Course Title: Dissecting the Commercial Lease  
Credit Hours: 3.0  
Module: 7

4.3.2 Course Provider: McKissock, LP

- 4.3.2.1 Course Title: The Power of Exchange: Discover the Value of 1031 Tax Deferred Exchanges  
Credit Hours: 3.0  
Module: 7

\*4.3.3 Course Provider: Sussex County Association of Realtors

- 4.3.3.1 Course Title: 1031 Tax Deferred Exchanges  
Credit Hours: 3.0  
Module: 7
- 4.3.3.2 Course Title: NAR Ethics  
Credit Hours: 3.0  
Module(s): New Licensee Module 1 & Continuing Education Module 2

\*4.3.4 Course Provider: Long & Foster Institute of Real Estate

- 4.3.4.1 Course Title: Seller Representation & Contracts  
Credit Hours: 3.0  
Module(s): New Licensee Module 3 & Continuing Education Module 3
- 4.3.4.2 Course Title: Helping Seller Clients Make Better Decisions  
Credit Hours: 3.0  
Module: 7
- 4.3.4.3 Course Title: Ethics, Practically Speaking  
Credit Hours: 3.0  
Module(s): New Licensee Module 1 & Continuing Education Module 2
- 4.3.4.4 Course Title: Buyer Representation & Contracts  
Credit Hours: 3.0  
Module(s): New Licensee Module 2 & Continuing Education Module 3
- 4.3.4.5 Course Title: Ultimate Real Estate Professionalism  
Credit Hours: 3.0  
Module(s): New Licensee Module 4 & Continuing Education Modules 6 & 7

\*4.3.5 Course Provider: Delaware Association of Realtors

- 4.3.5.1 Course Title: Understanding the Agreement of Sale  
Credit Hours: 3.0  
Module: 3
- 4.3.5.2 Course Title: Residential Leasing  
Credit Hours: 3.0  
Module: 6
- 4.3.5.3 Course Title: Closing Techniques that Open the Door to Success  
Credit Hours: 3.0  
Module: 7

4.4 Review of Instructor Applications

4.4.1 James Pezzulla

Continuing Education: Module 7 – Dissecting Commercial Leases

4.4.2 Walter Clements

Continuing Education: Module 7 – Lease Vs. Own with GAAP Acctg. Reg.

Pre-Licensing Course: Real Estate Mathematics

Broker's Course: Real Estate Investment

4.4.3 Noelle Barbone

Continuing Education: Module 7 – Qualifying a Seller to Sell

4.4.4 Dominic Cardone

Continuing Education: Module 7 – ABR, Green 100; Green 200; Green 300; Ethics; Agency; Short Sales; Standard Forms

4.4.5 Jules Falcone

Continuing Education: Module 6; Module 7 – RE Construction; Home Inspections; Anatomy of a House

4.4.6 Richard Heller

Continuing Education: Module 7 – Real Estate Law; Taxation of Real Estate

Pre-Licensing Course: Real Estate Law

Broker's Course: Real Estate Documents; Financing; Ethics; Legal & Governmental Aspects of Real Estate; Real Estate Investment

4.4.7 Carol Martin

Continuing Education: Module 6; Module 7 – Accredited Luxury Home Specialist (ALHS)

4.4.8 Margaret McDonnell

Continuing Education: Module 7 – Section 1031 Tax-Deferred Exchanges

4.4.9 Patricia Moyer

Continuing Education: Module 6; Module 7 – Professional Enhancement; Green 100; Green 200, Green 300; Short Sales; Seller Representation; Ethics; ABR; SRES; Sustainable Housing & Building Green

4.4.10 Michael Perry

Continuing Education: Module 6; Module 7 – Agency Relationships; Property Management; ABR; SRES; Mortgage Fund; Short Sales

4.4.11 Cecil Van Harden

Continuing Education: Modules 1 – 6; Module 7 – Qualifying Buyer and Property; Community Ethics; Bad Loans – Predatory & Fraud

4.4.12 Kennen Cohen

Continuing Education: Module 7 – The Power of Exchange: Discover the Value of 1031 Tax Deferred Exchanges

\*4.4.13 James Butler Sr.

Continuing Education : Module 7 – How to Sell FHA Foreclosures

\*4.5 Review of Student Requests for Approval of Continuing Education Activities

4.5.1 Student Name: Linda Hallbrook

Course Title: NAR Ethics

Course Provider: 3.0

Credit Hours: 3.0

Module: New Licensee Module 1

4.5.2 Student Name: George W. Hobbs

Course Title: Legislative Issues

Course Provider: New Castle County Board of Realtors

Credit Hours: 3.0

Module: 7

4.6 Discussion Regarding Module 7 Fulfillments

4.7 Review Draft Correspondence to Delaware School of Real Estate as Follow-Up to Previous Negative Course Evaluations

4.8 Review Draft Correspondence to Course Providers Regarding Random Audits

5.0 Correspondence

6.0 Other Business before the Committee (for discussion only)

7.0 Public Comment

8.0 Next Meeting – August 1, 2013 at 9:30 a.m.

9.0 Adjournment

**Please Take Note:** To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

**MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL [customerservice.dpr@state.de.us](mailto:customerservice.dpr@state.de.us) IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.**